

# Off-Grid Power Forum

## At the *Intersolar Europe* Trade Fair 2015

### Program



© IBC SOLAR



Alliance for  
Rural  
Electrification  
*Shining a Light for Progress*



Training  
Seminare  
Tagungen

**OFF-GRID POWER** will have an extraordinary industry forum at the Intersolar Europe. The German Solar Association (BSW-Solar) together with the Alliance for Rural Electrification (ARE) presents the **Off-Grid Power Forum** from June 10-12, 2015 at the BSW-Solar booth **B1. 558** in Hall B1.

The **Off-Grid Power Forum** consists of a special exhibition and a three days presentation program.

### Special Exhibition

At the special exhibition, exhibiting companies will display their products and technical solutions in the Off-Grid Power sector on board walls. This year's exhibitors are Sunna Design, SOLAR23, Studer Innotec, develoPPP.de, Product Health and Energypedia

### Presentation Program

The three days presentation program runs in parallel to the special exhibition, also at the BSW-Solar booth. It features different solar off-grid application segments. Leading companies from the off-Grid sector will present their case studies and technical solutions.

June 10	June 11	June 12
	Water desalination & treatment with solar	Island systems with Solar: PV for Islands and Mines
	Rural goes solar II: village electrification and cooling	Secure energy supply for tourism and hospitals: a solar case
<b>Opening Reception</b>	<i>Lunch Break</i>	<i>Innovation Prize</i>
PV-hybrid Mini-Grids	Storage solutions for the solar age	
Rural goes solar I: Irrigation	Solar power for mobile communication and street lights	
<i>Off-Grid Reception</i>		

### Imprint



BSW - Bundesverband Solarwirtschaft e.V. - German Solar Association

Advisory Board: Joachim Goldbeck (President), Helmut Jäger (Vice-President), Dr. Günther Häckl (Treasurer), Jörg Ebel, Günter Haug, Inga Zink, Milan Nitzschke, Herman Rens, Moritz Ritter

Mailing address:  
Quartier 207  
Französische Straße 23  
10117 Berlin - Germany

13:30 - 14:30

Opening / Off-Grid Power Talk

**Jörg Mayer**

Managing Director, German Solar Association (BSW-Solar)

**Welcome and Introduction Off-Grid Forum**

**Prof. Peter Adelman**

University of Applied Sciences Ulm, Chairman OTTI Symposium

„Small PV Applications“

**Keynote: Trends for Off-Grid Applications**

**Dr. Tania Rödiger-Vorwerk**

Deputy Director, BMZ

**Marcus Wiemann**

Executive Director, International Alliance of Rural Electrification (ARE)

**Georg Bopp**

Head of Team „Autonomous Systems and Mini-Grids“, Fraunhofer Institute for Solar Energy Systems (Fraunhofer ISE)

14:30 - 15:45

PV-hybrid Mini-Grids

14:30

**Serge Remy & Dr. Karl Reinhard Kolmsee**

Head of Sales & Marketing, Studer Innotec SA & Founder and CEO Smart Hydro Power

**PV-hybrid**

14:45

**Dr. Frank Thim**

Senior Product Manager, SMA Solar Technology AG

**Large Off-Grid energy solutions with the new SMA Multicliaster-Technology 2.0**

15:00

**Romina Arcamone Garcia**

Market Manager for Renewable Energy and Backup, Trojan Battery Company

**Battery selection for different micro-grid requirements**

15:15

**Tomás García**

General Manager, Rural Electrification EMEA SunEdison, SunEdison in cooperation with BAE Batterien GmbH

**SunEdison Outdoor Microstation: reliable off-grid power using BAE batteries**

Rural goes solar I: Irrigation

15:45 - 17:00

**Dieter Miener**

Technical Application Engineer, IBC Solar AG

**Photovoltaic drives solutions for pump applications by IBC SOLAR & Siemens**

15:45

**Pakistan**

Asjad Imtiaz Ali

**Pakistan: The opportunity to replace diesel powered water pumps by solar**

16:00

**Munawar Misbah Moin**

Managing Director, Rahimafrooz Renewable Energy Ltd

**SMART Solar Solution for 1 Billion Unlighted**

16:15

**Caspar Priesemann**

Powering Agriculture, HERA

**Promoting Energy Innovations in Agriculture: The case of Solar Powered Irrigation Systems**

16:30

Off-Grid Reception

17:30

**Welcome speech:**

Georgios Pantoulis, Head of Sector - Energy  
European Commission - Directorate-General for International Cooperation and Development

presented by:



**2015**  
European Year  
for Development

10:00 - 11:00		Water desalination & treatment with solar
10:00		<b>Dr. Joachim Koschikowski</b> Head of Group, Fraunhofer ISE <b>Solar Water Desalination</b>
10:15		<b>Philipp Otter &amp; Dr. Hubert Aulich</b> Project Coordinator & Business Development, AUTARCON GmbH, SC Sustainable Concepts GmbH <b>Solar powered drinking water treatment using inline electrolysis - best practice from Egypt's deserts</b>
11:00 - 12:30		Rural goes solar II: village electrification
11:00		<b>Olivier Drücke</b> Vice President, SOLAR23 GmbH <b>Village electrification in Africa using PV Mini-Grids - A case study from Senegal</b>
11:15		<b>Tobias Zwirner</b> Managing Director, Phaesun GmbH <b>Business Opportunities with Solar Systems (BOSS) in rural Ethiopia, Lessons learned from the 1st run of AEE-Programme</b>
11:30		<b>Sylvia Buhl</b> Project Manager develoPPP.de, develoPPP.de, <b>Solar energy development: develoPPP.de cooperation projects</b>
11:45		<b>Antoine Gailliot</b> Project Manager, Trama TecnoAmbiental S.L. <b>EDA approach for tariff and management</b>
12:00		<b>Roland Roesch</b> Senior Program Officer, IRENA International Renewable Energy Agency <b>IRENA Project Navigator - Off-Grid Systems</b>

Storage solutions for the solar age		14:00 - 15:30
<b>Stefanie Werler</b> Project Manager Renewable Energy Project Development Programme (PDP), GIZ - Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH <b>Storage Solutions in Developing Countries: A Case Study on the Market Potential for Battery Storage in Tanzania</b>		14:00
<b>Wajdi Abid</b> Area Sales Manager, BAE Batterien GmbH <b>BAE Batteries for Solar &amp; stationary applications in Africa</b>		14:15
<b>Alex Hofmeyr</b> Sales Manager Africa, Trojan Battery Company <b>Advanced lead-acid batteries with Smart Carbon for Partial State of Charge applications. Case studies from Africa</b>		14:30
<b>Tamara Giltsoff</b> VP Business Development, Product Health Ltd <b>Battery Analytics for Off-Grid Solar Installations with Customer BBOX in Sub-Saharan Africa</b>		14:45
<b>Gord Petroski</b> Director of International Business Development, Alpha Technologies / OutBack Power <b>Energy Storage and Power Electronics in Residential and Small Commercial Systems</b>		15:00
Solar power for mobile communication and street lights		15:30 - 16:30
<b>Fabrice Poulin</b> Managing Director, Infinergia Consulting LLC <b>The Off-grid market of telecom base stations</b>		15:30
<b>Thomas Samuel</b> CEO, Sunna Design SA <b>Solar street light for climbing the energy ladder</b>		15:45
<b>Chayun Budiono</b> Indonesia <b>Solar power for mobile communication and street lights - general aspects</b>		16:00

10:00 - 11:30		Island systems with Solar: PV for Islands and Mines
10:00		<b>Philipp Blechinger</b> Teamleader Off-Grid Systems, Reiner Lemoine Institut gGmbH <b>Global PV market potential for small island energy systems</b>
10:15		<b>Francisco Gafaro</b> Programme Officer, IRENA International Renewable Energy Agency <b>Integration of variable renewables into island grids</b>
10:30		<b>Xavier Juin</b> Sales Manager EMEA, juwi international GmbH <b>Solar Energy: A cost advantage for the off-grid mining industry</b>
10:45		<b>Dr. Jens Eiko Birkholz</b> Head of Strategy & Markets, SMA Solar Technology AG <b>PV-Hybrid systems in remote areas - Cost saving potential for islands and mines</b>
11:00		<b>Busso von Bismarck</b> Head of Business Development, Qinous GmbH <b>Rapid Deployable Plug &amp; Play Energy Storage Solutions for the Integration of High Renewable Shares in Off Grid Applications</b>
11:30 - 12:30		Secure energy supply for tourism and hospitals: a solar case
11:30		<b>Georg Bopp</b> Head of Team „Autonomous Systems and Mini-Grids“, Fraunhofer ISE <b>PV Systems for rural Heath facilities</b>
11:45		<b>Markus Schwaninger</b> Project Manager Renewable Energy Project Development Programme (PDP), GIZ - Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH <b>Solar Power Supply for Tourism and Hospitals in Africa: Off-Grid and On-Grid</b>
12:00		<b>Dr. Matthias Eichelbrönnner</b> Managing Director, E.Quadrat GmbH & Co. Energy Experts KG <b>PV Development and Grid Access Study for a Club Resort in Indonesia</b>

Innovation Forum, Award Ceremony & Exhibition in Cooperation with University for Applied Sciences Ulm		13:00 - 15:00
		<b>Prof. Peter Adelmann</b> University of Applied Sciences Ulm <b>Opening</b>
		<b>Michael Schmid, Sebastian Groh, Steffen Eyhorn, Veeresh Anehosur, Hannes Kirchhoff</b> University Erlangen, TU Berlin, TU Brandenburg <b>DC-mini Grid</b>
		<b>Markus Czupryna, Bernhard Adelmann</b> University of Applied Sciences Ulm <b>LA/Pb Hybrid System</b>
		<b>Corinna Fritz, Lars Rupp, Tanja Zwerger</b> University of Applied Sciences Ulm <b>Solar School Ebola</b>
		<b>Daniel Goldbach, Christophe Lürßen</b> University of Applied Sciences Ulm <b>PV powered airflow for Gasifier Stoves</b>
		<b>Pheline Schöllhorn</b> University of Applied Sciences Ulm <b>Light for School children</b>
		<b>Jana Junge</b> University of Applied Sciences Biberach <b>Solar filling station for electric bikes</b>
		<b>Timo Gessler, Mr. Mücke</b> University of Applied Sciences Ulm <b>Solar powered drilling machine</b>
		<b>Michael Fabik</b> University of Applied Sciences Ulm <b>Medicine Refrigerator</b>
		<b>Andrej Gross, Felix Stangl, Katharina Hoenes, Marc Miller</b> University of Applied Sciences Ulm <b>UV-based water purification</b>

## PV Investor Guide

### *New business models for photovoltaics in international markets*

**A comprehensive guidance for international PV business models for investors and policy makers**

Our PV Investor Guide is available online. Order your PDF-copy today via [www.solarwirtschaft.de/en/business-models-pv](http://www.solarwirtschaft.de/en/business-models-pv) at a price of 120,- Euro.



A **40% discount** is granted to members of the German Solar Association (BSW-Solar). Members price is 72,- Euro.

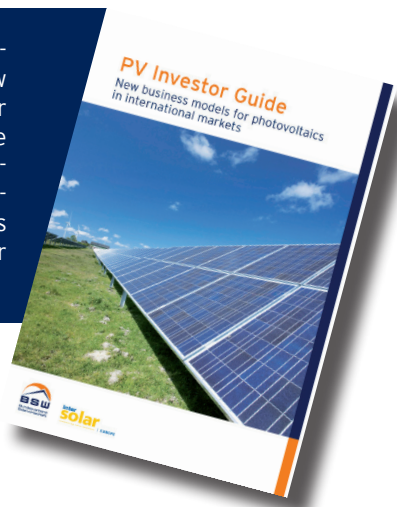


A **20% discount** is granted to members of our worldwide partner associations. In order to get this discount please ask your organization for the specific BSW-Partner code. Partner price is 96,- Euro.

Stay informed about the activities and services of BSW-Solar and learn more about new business models for solar power. As a member of BSW-Solar, you will benefit from exclusive access to market intelligence and policy information. Furthermore, you will benefit from attractive discounts on all services and products and numerous free-of-charge services for your market success in Germany and abroad.



[www.solarwirtschaft.de/en](http://www.solarwirtschaft.de/en)



## BSW-Solar members benefit from:

- **Comprehensive market intelligence** from renowned industry specialists, analysts and country experts on market development and support programs
- Access to our international **network of experts**
- Support in **business matchmaking** and exploration of sales opportunities in target markets
- Monthly newsletters with information on international **tenders and events**
- **Free country fact sheets** for more than 15 important PV markets
- Participation at the joint sales and marketing project **Special Exhibit Rural Electrification** at Intersolar Europe Trade Fair
- We head the **Industries Strategy Group of the German Export Initiative for Renewable Energies** of the German Federal Ministry of Economics and Technology leveraging public funding for companies towards their markets
- **Information on and considerable discounts** for many international industry events in Germany and abroad

Interested in becoming a member?



